

Message Text

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PAGE 01 STATE 189301
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COMM/BIC/OED/SIPS/WRHAYDEN/SG
APPROVED BY EBOCA/CO:EMSACCHET
COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
COMM/BIC/OIM/SMILLER (INFO)
STATE/AF/W/BKIRKPATRICK (PHONE)
STATE/AF/W/RMCGUIRE (PHONE)
STATE/AF/W/PCHAVEAS (PHONE)
AF/EPS:LWHITE (INFO)

-----091942 111956Z /62

R 102152Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY ABIDJAN
AMEMBASSY ACCRA
AMEMBASSY LAGOS

UNCLAS STATE 189301

E.O. 11652: NA

TAGS: BEXP, IC, GH, NI

SUBJECT: PRODUCT OPPORTUNITY - TRAVEL BY WILLIAM R. HAYDEN
SIPS/USDOC -

1. SUBJECT TO POSTS CONCURRENCE, SUBJECT TRAVELER,
PRODUCT SALES MANAGER IN STRATEGIC INDUSTRIAL PRODUCT SALES
GROUP (SIPS), PLANS TO VISIT IVORY COAST, GHANA, NIGERIA
DURING SEPT. 17 - OCT. 1. OBJECTIVES ARE TO (A) DISCUSS
KNOWN PRODUCT SALES OPPORTUNITIES WITH LOCAL OFFICIALS AND
BUSINESSMEN, (B) TO EXPLORE SALES PROSPECTS FOR GIVEN
PRODUCTS ASSOCIATED WITH PENDING INFRASTRUCTURE DEVELOP-
MENTS, (C) TO PURSUE ACTIVE INTEREST BY NUMEROUS
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U.S. EQUIPMENT SUPPLIERS WHO SEEK MORE DETAILS AND APPRO-
PRIATE SUPPORT IN COMPETITION ON SPECIFIC PRODUCT SALES,
(D) TO ASSESS EFFECTIVENESS OF USG/US BUSINESS EFFORTS TO
OBTAIN CONTRACTS FOR PRODUCT SALES IN COUNTRIES.

2. SOME IN-COUNTRY TRAVEL OUTSIDE CAPITAL CITIES WOULD
APPEAR USEFUL, PARTICULARLY IN IVORY COAST AND NIGERIA,

E.G., IBADAN, KADUNA AND PORT HARCOURT.

3. EMPHASIS DURING VISIT SHOULD BE ON AVAILABILITY OF KEY
LOCAL GOVERNMENT OFFICIALS AND APPROPRIATE BUSINESSMEN
(U.S. AND INDIGENOUS). PRODUCTS OF GREATEST CONCERN ARE

IN THE FIELDS OF ELECTRONICS, COMMUNICATIONS, AVIONICS,
TRANSPORTATION, AND ENERGY;

4. TENTATIVE VISIT SCHEDULE IS ABIDJAN, SEPT. 17-20;
ACCRA, SEPT. 21-23; AND LAGOS, SEPT. 24-OCT.1.
SPECIFIC TRAVEL ARRANGEMENTS WOULD FOLLOW SHORTLY. CHRISTOPHER

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Message Attributes

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Capture Date: 01-Jan-1994 12:00:00 am
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Copy: SINGLE
Sent Date: 10-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Film Number: D770289-1237
Format: TEL
From: STATE
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Litigation History:
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Review Date: 28-Oct-2004 12:00:00 am
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
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SAS ID: 1641622
Secure: OPEN
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Subject: PRODUCT OPPORTUNITY - TRAVEL BY WILLIAM R. HAYDEN SIPS/USDOC -
TAGS: BEXP, IC, GH, NI, (HAYDEN, WILLIAM R)
To: ABIDJAN ACCRA MULTIPLE
Type: TE
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